

HUSTLING TOWNS IN OLD VIRGINIA

(Continued from First Page.)

class ghinning house and branching out into a cotton market. The facts are that the enterprising real estate dealers and farm land sellers, Jeffries, Hester & Co., have sold within the past few years very many valuable farms. I could not tell how many, to outside people, who have come this way to help make old Virginia greater, and among the purchasers of these rich lands with a circle of ten miles around Chase City were many North and South Carolinians who know all about growing cotton. They found that their newly acquired lands were as good for cotton as those they had left in the Carolinas, and they went to raising the staple. Their success within the past two years has been phenomenal, and a cotton ghinning establishment and a cotton market have become necessities in Chase City and the hustlers of the town are ever ready to meet the business necessity for the little burg they love so well.

There is a great future for Chase City and its wide awake Chamber of Commerce is seeing to it that no good trick shall be allowed to pass the town.

The Metropolis of Halifax.

From Chase City I took a little whirl up to South Boston, the metropolis of Halifax county, a hustling town that proudly boasts of being the second largest bright tobacco market in the world. This is not an idle boast, as the figures will show. The tobacco year runs from August 1 to July 31. The figures from August 1 to April 30, as figures from the books of the president of the Tobacco Association, show the following sales with comparisons with like periods of the previous tobacco year:

April, 1912, 1,255,568 pounds, average, \$10.74, at \$134,871.62.
August to March, 1912, 18,976,039 pounds, average, \$11.45, at \$2,152,401.52.
Total to date, 20,231,607 pounds, average, \$11.62, at \$2,347,273.24.

Same period last year, 18,931,438 pounds, average, \$10.27, at \$1,945,955.50.

Gain over last season, 1,294,169 pounds, average, \$11.55, \$10,117.74.

The tobacco crop of last year is nearly exhausted, and it is likely that not more than 1,000,000 pounds more will be marketed in South Boston which will run the figures for the tobacco year over 21,000,000 pounds, being an increase over the sales of last year of a little over 2,000,000 pounds. All of the large tobacco concerns of the country have buyers on the market, and all of them have large factories for preparing the leaf and storing it. There are also a large number of individual buyers who have intensive ordering and packing factories supplied with the latest drying, curing and packing machinery. In the tobacco selling season the six leaf warehouses in South Boston are the busiest places in Halifax county.

Four Growing Banks.

A well posted citizen with whom I talked said it was very true that the increase in the tobacco trade of the town had been immense, but the increase in the banking business was even greater. He explained that South Boston, with its four very strong banks, three of them being national banks, had become the banking town for a very large territory, all of Halifax county and parts of other counties in the two States of Virginia and North Carolina, and furthermore that the farmers in that territory are all prosperous and are putting more money in the banks than ever before in their lives.

With this as a pointer, I obtained the latest figures of the four banks. According to their reports required by law and made at the close of business April 18 last, the combined assets of the four banks amounted to \$2,014,526.67; the surplus fund totaled \$134,496.15. The deposits footed up \$1,146,533.52. Loans and discounts amount-

ed to \$1,220,925.65. The three national banks have in circulation with United States bonds deposited to guarantee same the total of \$172,500, of which the Planters and Merchants National puts out \$100,000.

Vehicles for the World.

South Boston is a great buggy and wagon-making town, having two buggy factories and one wagon factory. I went through one of these buggy factories the other day. Ten years ago it was a little one-horse shop. Now it is a factory of huge dimensions that ships goods all over North and South America and to Cuba and other parts of the West Indies. I helped in a very mild and timid way to load a big shipment of sewing machine wagons when I was in South Boston that were ticketed to Port of Spain, Trinidad, and I saw another shipment of the same kind of vehicles that was being started to some point in Venezuela, the name of which I have forgotten.

This factory, the R. A. Harrell Buggy Company, has large contracts with the Singer Sewing Machine Company and two other sewing machine concerns to build wagons for them.

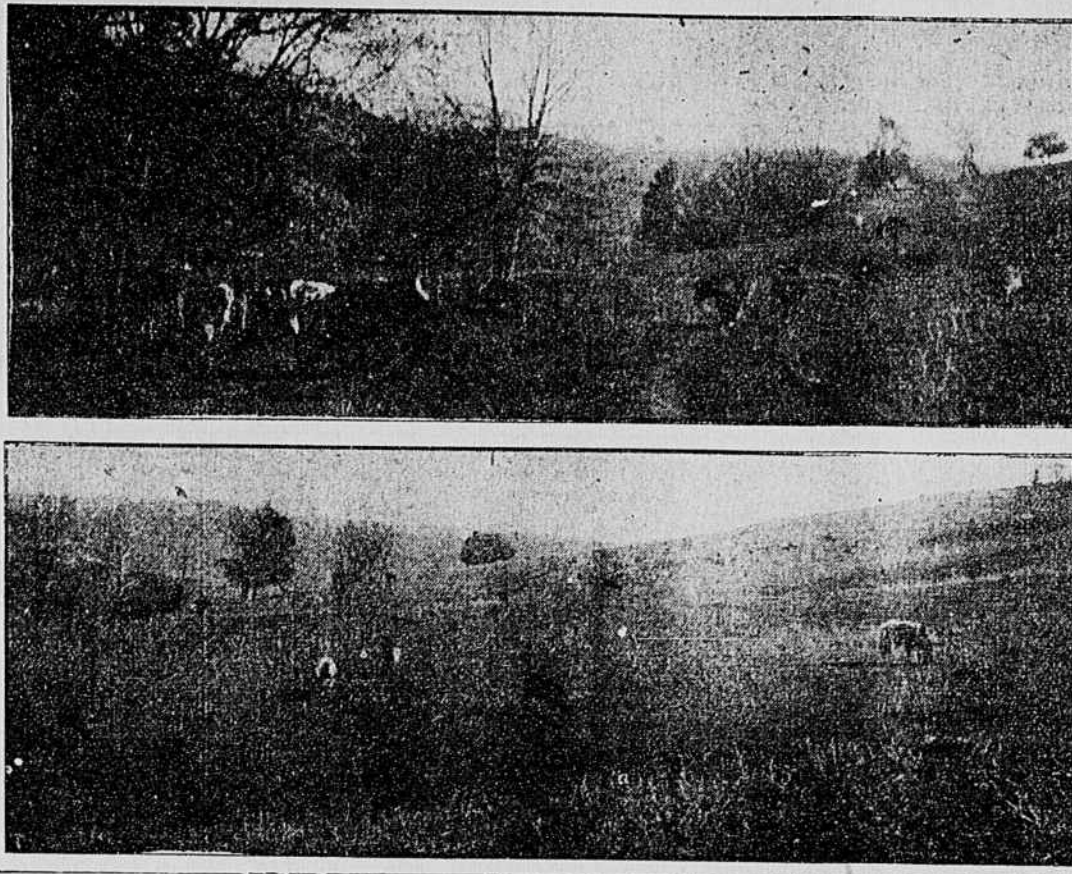
Mr. Harrell told me his company builds at least one-tenth of the sewing machine wagons the Singer Company uses in North and South America. These machine wagons, or buggies, they really are, are shipped as far West as land allows, and as far north as the Canada line, and southward to the Gulf, and then, as before stated, over the waters to the tropical regions.

Other Pushing Industries.

The big shirt factory that has carried the name of industrial South Boston to the uttermost parts of the land has enlarged the plant and added a new line to the garment making business, girls and misses ready-to-wear suits, vacation dresses, country club coats, middie blouses and some other garments dear to the hearts of the dear little creatures.

The Century Knitting Mills which

CATTLE TURNED OUT TO GRASS



put out hosiery, and the Century Cotton Mills, which confines its efforts to cotton yarns, are doing the heaviest business they have ever before attempted.

All of the wholesale houses in South Boston, and there are eight of them, tell me they are doing this year a record breaking business, and the builders and contractors assured me that they never before had their hands quite so full of house building in that town.

South Boston is soon to have a new and up-to-date post-office building, Uncle Sam having purchased the lot at the corner of Main and Broad Streets, and paid the sum of \$5,000 cash for it for that purpose. It will be a \$50,000 building.

The Union Depot is almost in sight. The Southern and the Norfolk and Western Railways have come to the necessary agreement, and the town at their request has bought the necessary land to cut a broad street to the proposed handsome passenger station right at the junction of the two roads.

Another Successful Fair Town.

Yes, South Boston is growing along all lines. It nearly doubled its population in the decade from 1900 to 1910. The census figures for 1900 showed a population of 1,800, and those for 1910 put it at 3,516, and there is solid foundation for the loud complaint the citizens made at the time that the census was not properly taken and should have shown at least 500 more people within the corporate limits.

South Boston is another town which during the bad crop year of 1911 pulled off a most successful agricultural fair. Encouraged by such a success at such a time, there was no trouble in organizing and incorporating a fair association, and the money was easily raised to buy the necessary land and erect the proper buildings. The land has been bought within the corporate limits, and the buildings will be ready in ample time for the big fall exhibition that the association and all of the people of Halifax county are arranging for.

The farmers of Halifax county, especially those around South Boston, have become wonderfully interested in alfalfa, and I am told that over 100 acres within a short distance of the town are bright and beautiful in alfalfa, and the indications are that these acres will leverage this year six tons to the acre. Good for old Halifax and South Boston, but the alfalfa story must come later, after the first cutting, when actual figures can be given and there will be no guesswork about it.

There is \$150 profit in hogs, raised in this manner.

The fifty acres of sheep land will graze eighty ewes. The wool from these sheep will pay for all the feed necessary and keep your flock up to eighty, and the lambs will, with average luck, net you as much as \$400.

We have then \$400 profit from wheat, \$1,550 from cattle, \$150 from hogs and \$400 from sheep, making a total of \$2,500. Four hundred and fifty dollars will cover expenses, not accounted for, such as taxes, fencing, farm implements, labor, etc. Thus we have \$2,050 profit, or more than 5 per cent on \$4,000.

Worth More Than the Price.

Many farmers raise colts and calves to advantage, while others in the blue grass section have fine orchards. However, I have selected one particular farm, which I think represents the average, and upon which the owner does not live. You cannot, therefore, count his time against the \$2,050. He can be in some other business and only have to give his tenant plain instructions as to what he wishes done, and occasionally visit the farm to see that his instructions are being carried out. It is true, closer attention would bring better results. My object is to impress the fact that \$100 per acre for Virginia hills is not out of the question. Also, a most important fact to consider, when looking at the interest on your investment, is that such land as I have mentioned has doubled in value within the past thirty years, and continues to increase in value.

The farmers in the section I have mentioned are prosperous, and wide awake to the advantages of good churches, good schools, good roads and good government. They take advantage of the information furnished by the State Agricultural Department, and are reducing farming to a scientific business.

GREENSBORO IS HUSTLING.

Many Thousands of Dollars to Be Spent in Vast Improvements. Greensboro, N. C., May 11.—The people of Greensboro will on the 21st of July vote on the question of a bond issue of \$250,000 for city improvements. Of this amount \$75,000 will be used for streets, \$20,000 for sewers and \$15,000 for a new city hall. The city market will be moved by the plan of the commissioners from under the city hall, and \$25,000 expended in building an up-to-date market place in a convenient part of the city. The new market place will include meat stalls, standing places for country teams, and is intended to be a great improvement over existing conditions. The rebuilding of the opera-house and other parts of the city hall to be effected with \$15,000, according to the estimate of the commissioners. The theatre will be enlarged and lowered to the ground floor.

BLUE GRASS LAND IN OLD VIRGINIA

half of which is in ordinary blue grass sod, and the remaining half divided as follows: Fifty acres of stop and rough land, capable of grazing sheep; 100 acres suitable for corn, wheat and hay; and fifty acres in timber and brush. On the 100 acres for cultivation there is, of course, a rotation of crops. However, year in and year out, one can get about the following results: Thirty acres of wheat at twenty bushels per acre, or 600 bushels, which will net .80 cents per bushel, after paying for threshing. Deduct \$50 for fertilizer and other items, leaving \$100 profit, besides the straw, which is fed to cattle during the winter. Thirty acres of corn will yield forty bushels per acre, or 1,200 bushels in all. This corn, along with its fodder, is fed to the cattle, sheep and horses, after enough has been disposed of to pay for fertilizer bills, and other small items, such as contract shearing. The remainder of the 100 acres is in hay, excepting five or ten acres for oats or potatoes. Enough hay is sold to pay grass seed bills and the rest is fed to stock. The usual order of rotation is corn, followed by wheat, followed by wheat and grass together. Thus each crop can pay for itself and what remains furnishes an excellent variety of feed for big cattle.

Big Profits in Cattle.

The 200 acres of sod will graze fifty export cattle, and the straw, hay, fodder and corn previously mentioned will more than winter these cattle. They will gain in weight 350 pounds per head from the time they are bought in the fall until the time they are sold the following fall, and you may always expect a cent a pound more for your export cattle than you have to pay for feeders. They will, therefore, \$1,550 profit in the fifty cattle.

Two or three brood sows should be kept, and as follows: fifteen pigs will be sold in your woodland during the summer, and will fatten in the winter, when allowed to follow the cattle.

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Read The Richmond Transfer Co.'s Travel Section of To-day's Paper

HARNESS HORSES A LIGHT VARIETY

(Continued from First Page.)

favorable conditions, give the breeder a first-class light harness horse; one which would most probably have the important requisites mentioned in the former paragraph.

In connection with this particular phase of this subject, i. e., in the selection of a sire and dam, it can be safely said that there are strong admirers of the Hackneys, French and German coach breeds, all good so far as that is concerned, certainly as stylish teams for city purposes.

With the cross of the trotting sire and the half or three-quarter-bred mare (running blood) you are likely to get a good combination horse, as well as a tip top driver; that is, a horse that will be serviceable both under the saddle and in the harness, a double field of usefulness as it were, and not to be despised by any means, but on the contrary, to be appreciated.

Educating the Light Harness Horse.

No animal ever used by man needs to be so thoroughly educated (that is for practical every day uses) as the light harness horse, for without ability he is a dangerous animal; in fact, almost worthless. Without style he will not sell for what he is worth. Without action and at least a moderate speed he is not in demand, and unless absolutely perfect he is not wanted by the man who is looking for the best type of his class.

In these days there are numberless things on the country road and in the city streets well calculated to disturb the equanimity of the ordinary horse of any class whatsoever. Probably the automobile ranks first. This speed product of the twentieth century has, by its very appearance day and night, flashlights for the latter and its wild, disturbing scent of gasoline at all times, a terrifying effect on our equine friend.

No colt in the pasture, no young horse on the road, no horse of any age in any country, village, town or city of the Old Dominion can escape the chance of a sight of the automobile. The bycycle does not enter so largely into the problem.

Patience and Time Required.

In the fitting of the light harness horse for the uses intended for him, it will necessarily take both patience and time. The impatient, high tempered man is always a poor horseman. That is, generally speaking, and a horse handled by a man of this type cannot be depended on. Your horse must have absolute confidence in you before you can depend on him.

The farmer, like any other reasonable man, wants to know what he will get for his products. Well after seeing many dealers and horsemen in Richmond, and at the same time recalling bygone experiences in the matter, I think it safe to say that a well broken, six-year-old driving horse will bring the farmer say from \$250 to \$300. If he has a well matched pair of such last year's stock he can get for them from \$750 to \$800 could be obtained. These are probably not outside figures, but they are not by any means low figures.

In reading this article the question may naturally arise in the minds of many farmers, "Will it pay me to take all that trouble, to go to all that expense, in order to keep a horse to six years of age, and then to sell him for what I might get for a three-year-old mule?" Now this is a pertinent question, and under some circumstances unanswerable, but in the case of the Virginia farmer, not so.

As before stated in the beginning of the article, the Virginia is a natural lover of a good horse, and I am pretty certain that the time will never come when the reverse will be the case. Therefore those farmers of the Old Dominion can in addition to raising animals for their own use, dispose of a limited number at least each year at net prices that should pay them for their trouble.

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